

CONTRACT



WHIO-TV
PO Box 809606
Chicago, IL 60680-9606
(855) 333-2676

Contract / Revision 149446 /		Alt Order # 08346755
Product AFSCME		
Contract Dates 08/16/16 - 08/22/16		Estimate # 5175
Advertiser ISS/AFSCME-A		Original Date / Revision 08/12/16 / 08/15/16
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Property WHIO-TV	Account Executive Philadelphia CoxRep	Sales Office CoxReps Philad
Special Handling		
Demographic Households		
Agcy Code TV14573	Advertiser Code 121	Product 1/2 128
Agency Ref 6686		Advertiser Ref

And:

Waterfront Strategies
3050 K Street NW
Suite 100
Washington, DC 20007

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 1	WHIO	08/16/16	08/22/16	M-F 10a-11a	10:00 AM-11:00 A		:30			P-02		NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--				2	\$500.00					
N 2	WHIO	08/16/16	08/22/16	Stephen Colbert	11:35 PM-12:37 X		:30			P-02		NM	3	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--				3	\$500.00					
N 3	WHIO	08/16/16	08/22/16	The Price is Right	11:00 AM-12:00 F		:30			P-02		NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--				1	\$1,500.00					
N 4	WHIO	08/16/16	08/22/16	Late Late Show: Cord	12:37 XM-1:35 XM		:30			P-02		NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--				1	\$350.00					
N 5	WHIO	08/16/16	08/22/16	NewsCenter 7 @ noon	12:00 PM-12:30 F		:30			P-02		NM	3	\$3,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--				3	\$1,250.00					
N 6	WHIO	08/16/16	08/22/16	M-F 4p-5p	4:00 PM-5:00 PM		:30			P-02		NM	5	\$3,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--				5	\$700.00					
N 7	WHIO	08/16/16	08/22/16	Daybreak Edition 430a	4:25 AM-5:00 AM		:30			P-02		NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--				3	\$250.00					
N 8	WHIO	08/16/16	08/22/16	Daybreak Edition 5a	5:00 AM-5:30 AM		:30			P-02		NM	3	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--				3	\$700.00					
N 9	WHIO	08/16/16	08/22/16	NewsCenter 7 5p	5:00 PM-5:30 PM		:30			P-02		NM	1	\$1,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--				1	\$1,750.00					
N 10	WHIO	08/16/16	08/22/16	NewsCenter 7 530p	5:30 PM-6:00 PM		:30			P-02		NM	2	\$3,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		08/16/16	08/22/16	MTWTF--				2	\$1,850.00					

(* Line Transactions: N = New, E = Edited, D = Deleted)

CMG does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising contract with CMG whether verbal or written.

Two week advance cancellation notice is required unless otherwise specified in writing.

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay CMG within terms specified and until payment in full is received by CMG. Payment by advertiser to agency or to service or payment by agency to service shall not constitute payment to CMG. Cox Media Group will not be bound by conditions, printed or otherwise on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

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<u>Contract / Revision</u>	<u>Alt Order #</u>
149446 /	08346755

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
08/16/16 - 08/22/16	AFSCME	5175

<u>Advertiser</u>	<u>Original Date / Revision</u>
ISS/AFSCME-A	08/12/16 / 08/15/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCodeRtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
N 11	WHIO	08/16/16	08/22/16	NewsCenter 7 6p	6:00 PM-6:30 PM		:30			P-02	NM	2	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				2	\$2,000.00				
N 12	WHIO	08/16/16	08/22/16	Daybreak Edition 6a	6:00 AM-7:00 AM		:30			P-02	NM	2	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				2	\$1,500.00				
N 13	WHIO	08/16/16	08/22/16	M-F 7p-730p	7:00 PM-7:30 PM		:30			P-02	NM	5	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				5	\$500.00				
N 14	WHIO	08/16/16	08/22/16	CBS This Morning	7:00 AM-9:00 AM		:30			P-02	NM	2	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				2	\$1,250.00				
N 15	WHIO	08/16/16	08/22/16	M-F 9a-10a	9:00 AM-10:00 AM		:30			P-02	NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				1	\$400.00				
N 16	WHIO	08/20/16	08/20/16	Sat Prime Hour 3	10:00 PM-11:00 P		:30			P-02	NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/15/16	08/21/16	-----1-				1	\$1,000.00				
N 17	WHIO	08/20/16	08/20/16	CBS This Morning Sa	10:00 AM-12:00 P		:30			P-02	NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/15/16	08/21/16	-----1-				1	\$700.00				
N 18	WHIO	08/20/16	08/20/16	Sa-Su Early News	6:00 PM-7:00 PM		:30			P-02	NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/15/16	08/21/16	-----1-				1	\$500.00				
N 19	WHIO	08/20/16	08/20/16	Sa 7p-730p	7:00 PM-7:30 PM		:30			P-02	NM	4	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/15/16	08/21/16	-----4-				4	\$500.00				
N 20	WHIO	08/20/16	08/20/16	Sa 730p-8p	7:30 PM-8:00 PM		:30			P-02	NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/15/16	08/21/16	-----1-				1	\$225.00				
N 21	WHIO	08/21/16	08/21/16	NewsCenter 7 Noon S	12:00 PM-12:30 F		:30			P-02	NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/15/16	08/21/16	-----1				1	\$500.00				
N 22	WHIO	08/21/16	08/21/16	NewsCenter 7 6p Su	6:00 PM-7:00 PM		:30			P-02	NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/15/16	08/21/16	-----1				1	\$500.00				
N 23	WHIO	08/21/16	08/21/16	Sun Prime Hour 2	8:00 PM-9:00 PM		:30			P-02	NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/15/16	08/21/16	-----1				1	\$4,500.00				
N 24	WHIO	08/21/16	08/21/16	CBS Su Morning	9:00 AM-10:30 AM		:30			P-02	NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/15/16	08/21/16	-----1				1	\$1,000.00				
N 25	WHIO	08/18/16	08/18/16	Thur Prime Hour 2	9:00 PM-10:00 PM		:30			P-02	NM	3	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/15/16	08/21/16	---1---				1	\$4,500.00				

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<u>Advertiser</u> ISS/AFSCME-A		<u>Estimate #</u> 5175
		<u>Original Date / Revision</u> 08/12/16 / 08/15/16

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Type</u>		
	1	WHIO	08/15/16-08/21/16	Thur Prime Hour 2	9:00 PM-10:00 PM	----Th----	:30		\$4,500.00		NM		
			See MG 25.2,25.3,25.4										
	2	WHIO	08/18/16-08/18/16	NFL Browns Pre-Season FB	Various	----Th----	:30		\$1,500.00		NM		
	Ⓜ	MG for 25.1 08/18											
	3	WHIO	08/18/16-08/18/16	NFL Browns Pre-Season FB	Various	----Th----	:30		\$1,500.00		NM		
	Ⓜ	MG for 25.1 08/18											
	4	WHIO	08/18/16-08/18/16	NFL Browns Pre-Season FB	Various	----Th----	:30		\$1,500.00		NM		
	Ⓜ	MG for 25.1 08/18											
N 26	WHIO	08/16/16	08/22/16	M-Su 11p News	11:00 PM-11:35 P		:30			P-02	NM	2	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/16/16	08/22/16	MTWTFSS				2	\$2,250.00				
Totals									0.00			53	\$52,225.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/01/16 -08/22/16	53	\$52,225.00	(\$7,833.75)	\$44,391.25
Totals	53	\$52,225.00	(\$7,833.75)	\$44,391.25

Signature: _____ **Date:** _____

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FAX# 610-225-1191

REP HEADLINE# 8346755 TRF# 149446 AUG15/16 09.37
 \$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$ *** CHANGES *** WHIO-TV ***
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP

ADV # _____ ADV. NAME _____ ISS/AFSCME _____ REP. # _____ OFF. # _____ SALESMAN # _____

AGY # _____ AGY. NAME WATERFRONT STRATEGIES BUYER NAME DAVID OUTEN

3050 K STREET NW - SUITE 100 SALES PRSN PH- NICK WELTE

WASHINGTON, DC 20007

ORDER # _____ CONTRACT # 8346755 CLASS: NATL. LOCAL REGIONAL

PRDCT AFSCME EST#5175 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT	DATES	AUG16/16	AUG22/16	WK-1
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CITY TAX	STATE TAX	CO-OP BILLING NEEDED	DATE	AUG15/16	09 37
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REP: TO DEANNA
FR NICK
APPROVED M1
PLEASE CONFIRM, THANKS

STA:

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

:LINE#:	REP	:CD:	TIME PERIOD	:LGTH:	:SEC:	RATE	:START DATE:	:END DATE:	:SPTS/WK:	:WEEK INVT:	DAYS	:TOTL: :SPTS:
AGENCY ADVERTISER CODE = 121 AGENCY PRODUCT CODE = 128 AGENCY EST# = 5175												
25	S		900P-1000P	30		\$4,500.00	8/18	8/18	0		THU	0
PROGRAM : BIG BROTHER CON COM1: BIG BROTHER												
27	A		800P-1100P	30		\$1,500.00	8/18	8/18	3		THU	3
PROGRAM : BROWNS PRE SEASON ORD COM1: SPOT NA DUE TO PROGRAM CHANGE PLEASE ADVISE ASAP THIS IS A MAKE-GOOD FOR AUG18 ON LINE-25 FOR 1 SPOT/WK												

REP: TEL# 610-293-4100

CREDIT ADVISORY: AGENCY CREDIT RISK !!!

ORDER WORKSHEET

REP HEADLINE# 8346755

\$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

FAX# 610-225-1191

AUG15/16 09.37

*** WHIO-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
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STATION MAKEGOOD OFFERS:

M1 OK'D BUY#25

MISSED: THU/900P-1000P

OFFER: THU/800P-1100P

CMT: SPOT NA DUE TO PROGRAM CHANGE PLEASE ADVISE ASAP

AUG/16

52225.00

CONTRACT TOTAL

TOTAL SPOTS

MARKET TOTALS \$113,532

WHIO 46%

WDTN 27%

WKEF 16%

WRGT 10%

CABL 0%

WBBDT 1%

SVC- NSI

DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME

P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE